Iowa Department of Natural Resources Honey Creek Resort State Park Comparative Financial Statements

October 31, 2009

Property Management by: CENTRAL GROUP MANAGEMENT LLC



Honey Creek Resort State Park
Operating Statistics
For the four months ending October 31, 2009

| CURF | RENT MONT | Н | | Y | EAR TO DA | ΓF |
|-----------|-----------|-----------|------------------------------|-----------|-----------|----------------|
| THIS YEAR | | LAST YEAR | | THIS YEAR | | LAST YEAR |
| | | | LODGE OCCUPANCY STATISTICS: | | | |
| \$95.62 | \$97.60 | \$90.88 | AVERAGE DAILY RATE | \$110.83 | \$113.00 | \$93.15 |
| 35.4% | 57.2% | 35.3% | PERCENT OF OCCUPANCY | 58.9% | 64.3% | 32.9% |
| 1,095 | 1,862 | 1,076 | TOTAL ROOMS SOLD | 7,247 | 8,307 | 1,335 |
| 1,153 | 1,862 | 1,149 | TOTAL ROOMS OCCUPIED | 7,609 | 8,307 | 1, 4 87 |
| | | | ADR BY MARKET SEGMENT: | | | |
| \$88.82 | \$0.00 | \$76.73 | CORPORATE | \$98.33 | \$0.00 | \$71.46 |
| \$85.12 | \$96.00 | \$87.31 | GROUP | \$98.04 | \$108.80 | \$85.77 |
| \$106.03 | \$99.00 | \$106.87 | TOURIST/OTHER | \$131.28 | \$117.60 | \$119.23 |
| | | | MARKET MIX PERCENT: | | | |
| 7.4% | 0.0% | 28.4% | CORPORATE | 14.1% | 0.0% | 28.4% |
| 43.7% | 47.3% | 38.0% | GROUP | 47.6% | 52.3% | 37.3% |
| 48.9% | 52.7% | 33.6% | TOURIST/OTHER | 38.4% | 47.7% | 34.2% |
| | | | | | | |
| 58 | 0 | 73 | COMPLIMENTARY ROOMS | 362 | 0 | 152 |
| 2.5 | 1.9 | 1.3 | NUMBER OF GUEST/ROOM SOLD | 2.9 | 1.9 | 1.3 |
| \$33.87 | \$55.82 | \$32.08 | REVENUE PER AVAILABLE ROOM | \$65.30 | \$72.69 | \$30.68 |
| | | | CABIN OCCUPANCY STATISTICS: | | | |
| \$239.51 | \$267.00 | \$0.00 | AVERAGE DAILY RATE | \$286.82 | \$291.57 | \$0.00 |
| 25.6% | 34.6% | 0.0% | PERCENT OF OCCUPANCY | 58.6% | 59.1% | 0.0% |
| 222 | 300 | 0 | TOTAL CABINS SOLD | 2,019 | 2,035 | 0 |
| | | | RATHBUN LAKESHORE GRILLE | | | |
| 7,488 | 9,363 | 9,334 | NUMBER OF COVERS | 50,599 | 52,565 | 13,491 |
| \$8.78 | \$8.50 | \$8.42 | DINING AVE COVER - BREAKFAST | \$8.34 | \$8.50 | \$8.55 |
| \$9.98 | \$12.00 | \$9.59 | DINING AVE COVER - LUNCH | \$9.65 | \$11.25 | \$9.66 |
| \$11.44 | \$15.00 | \$11.07 | DINING AVE COVER - DINNER | \$10.67 | \$13.90 | \$10.95 |
| | | | BANQUETS | | | |
| 2,920 | 3,000 | 2,510 | NUMBER OF COVERS | 17,898 | 15,200 | 3,425 |
| \$8.54 | \$11.75 | \$14.44 | BANQUET - BREAKFAST | \$9.66 | \$11.75 | \$12.75 |
| \$5.37 | \$4.75 | \$3.01 | BANQUET - BREAKS | \$4.12 | \$4.75 | \$3.12 |
| \$16.44 | \$13.50 | \$11.30 | BANQUET - LUNCH | \$13.77 | \$13.50 | \$12.48 |
| \$28.65 | \$23.00 | \$20.79 | BANQUET - DINNER | \$25.86 | \$23.00 | \$20.29 |

ASSETS

| | OPERATIONS | RESERVES | COMBINED |
|----------------------------------|------------|----------|----------|
| Current Assets | | | |
| Cash | | | |
| House Banks & Petty Cash | 7,200 | 0 | 7,200 |
| Petty Checking Account | 3,842 | 0 | 3,842 |
| Depository Account | 88,547 | 0 | 88,547 |
| Operating Account | 196,750 | 0 | 196,750 |
| Receivables, Inventory, Prepaids | | | |
| Direct Bill Accts Receivable | 58,549 | 0 | 58,549 |
| Guest Ledger | 18,681 | 0 | 18,681 |
| Accounts Receivable - Other | 4,960 | 0 | 4,960 |
| Inventories - Food | 27,782 | 0 | 27,782 |
| Inventories - Beverage | 15,260 | 0 | 15,260 |
| Inventories - Smallwares | 5,596 | 0 | 5,596 |
| Inventories - Rooms | 2,450 | 0 | 2,450 |
| Inventories - Gift Shop | 16,761 | 0 | 16,761 |
| Inventories - Pro Shop | 36,381 | 0 | 36,381 |
| Inventories - Waterpark | 4,297 | 0 | 4,297 |
| Prepaid Exp - Insurance | 39,312 | 0 | 39,312 |
| Prepaid Exp - Work Comp | 23,679 | 0 | 23,679 |
| Prepaid Expenses - Other | 11,178 | 0 | 11,178 |
| Total Current Assets | 561,227 | 0 | 561,227 |
| Debt Service Reserve | 0 | 47,797 | 47,797 |
| Operating Reserve | 0 | 290,010 | 290,010 |
| Total Other Assets | 0 | 337,807 | 337,807 |
| Property & Equipment | 0 | 0 | 0 |
| Furniture Fixtures & Equipment | 4,262 | 0 | 4,262 |
| Net Property & Equipment | 4,262 | 0 | 4,262 |
| Total Assets | 565,489 | 337,807 | 903,296 |

| LIABILITIES AND CAPITAL | | | |
|--------------------------------|-------------------|----------|-------------|
| | OPERATIONS | RESERVES | COMBINED |
| Current Liabilities | | | |
| Accounts Payable | 82,086 | 0 | 82,086 |
| Advance Deposits from Guests | 324,383 | 0 | 324,383 |
| Gift Certificates - Unredeemed | 102,919 | 0 | 102,919 |
| Management Fees Payable | 18,500 | 0 | 18,500 |
| Taxes Payable - Sales Tax | 21,413 | 0 | 21,413 |
| Accrued Banquet Gratuities | 0 | 0 | 0 |
| Accrued Interest Payable | 631,465 | 0 | 631,465 |
| Accrued Payroll Payable | 105,601 | 0 | 105,601 |
| Accrued Workers' Compensation | 0 | 0 | 0 |
| Total Current Liabilities | 1,286,366 | 0 | 1,286,366 |
| Long-Term Liabilities | | | |
| Total Long-Term Liabilities | 0 | 0 | 0 |
| Total Liabilities | 1,286,366 | 0 | 1,286,366 |
| Capital | | | |
| Pre-opening Funds | 30,000 | 0 | 30,000 |
| FF & E Budget/Inventory | 83,665 | 0 | 83,665 |
| Debt Service Reserve | 709,946 | 47,797 | 757,743 |
| Operating Reserve | 211,538 | 288,462 | 500,000 |
| Retained Earnings | (1,720,652) | 1,548 | (1,719,104) |
| Net Income | (35,374) | 0 | (35,374) |
| Total Capital | (720,877) | 337,807 | (383,070) |
| Total Liabilities & Equity | 565,489 | 337,807 | 903,296 |

ASSETS

| | THIS | S YEAR | LAST YEAR |
|----------------------------------|------|------------|------------------|
| Current Assets | | | |
| Cash | | | |
| House Banks & Petty Cash | | 7,200.00 | 4,400.00 |
| Petty Checking Account | | 3,842.09 | 1,653.88 |
| Depository Account | | 88,547.22 | 107,993.15 |
| Operating Account | | 196,749.82 | 0.00 |
| Receivables, Inventory, Prepaids | | | |
| MC & Visa Accts Receivable | | 256.50 | 0.00 |
| Direct Bill Accts Receivable | | 58,549.47 | 37,041.91 |
| Guest Ledger | | 18,424.76 | 2,176.89 |
| Accounts Receivable - Other | | 4,959.53 | 339.00 |
| Inventories - Food | | 27,781.83 | 24,638.12 |
| Inventories - Beverage | | 15,260.27 | 15,650.91 |
| Inventories -China, Glass, Etc | | 5,596.00 | 0.00 |
| Inventories - Rooms | | 2,450.40 | 0.00 |
| Inventories - Gift Shop | | 16,761.27 | 11,833.53 |
| Inventories - Pro Shop | | 36,380.99 | 36,821.95 |
| Inventories - Waterpark | | 4,297.45 | 3,161.32 |
| Prepaid Exp - Insurance | | 39,312.00 | 31,359.63 |
| Prepaid Exp - Worker's Comp | | 23,679.00 | 1,181.00 |
| Prepaid Expenses - Other | | 11,178.33 | 21,341.15 |
| Total Current Assets | | 561,226.93 | 299,592.44 |
| Property & Equipment | | | |
| Furniture Fixtures & Equipment | | 4,262.40 | 5,629.72 |
| Net Property & Equipment | | 4,262.40 | 5,629.72 |
| Other Assets | | | |
| Preopening Expenses | | 0.00 | 63,288.29 |
| Net Other Assets | | 0.00 | 63,288.29 |
| Total Assets | \$ | 565,489.33 | \$ 368,510.45 |
| | | | |

LIABILITIES AND CAPITAL

| Current Liabilities | | | _ | |
|--------------------------------|-----|-----------------------|----|--|
| Accounts Payable | \$ | 82,086.12 | \$ | 262,912.68 |
| Advance Deposits from Guests | | 324,382.91 | | 46,513.98 |
| Gift Certificates - Unredeemed | | 102,918.70 | | 12,753.46 |
| Management Fees Payable | | 18,500.00 | | 15,300.00 |
| Taxes Payable - Sales Tax | | 21,412.91 | | 12,610.65 |
| Accrued Interest Payable | | 631,465.00 | | 0.00 |
| Accrued Payroll Payable | _ | 105,600.76 | | 109,738.85 |
| Total Current Liabilities | | 1,286,366.40 | | 459,829.62 |
| Long-Term Liabilities | | SERRALIN SANTI VINCES | | and oriented and o |
| Total Long-Term Liabilities | _ | 0.00 | | 0.00 |
| Total Liabilities | | 1,286,366.40 | | 459,829.62 |
| Capital | | | | |
| Pre-opening Funds | | 30,000.00 | | 0.00 |
| FF & E Budget | | 83,664.93 | | 44,204.93 |
| Debt Service Reserve | | 709,946.00 | | 0.00 |
| Operating Reserve | | 211,538.28 | | 0.00 |
| Retained Earnings | | (1,720,652.35) | | 0.00 |
| Net Income | _ | (35,373.93) | | (135,524.10) |
| Total Capital | _ | (720,877.07) | | (91,319.17) |
| Total Liabilities & Equity | \$_ | 565,489.33 | \$ | 368,510.45 |
| | _ | | | |

Honey Creek Resort State Park Summary Income Statement For the Four Months Ending October 31, 2009

| Percent | 32.27 0.00 42.56 8.76 1.23 2.50 12.39 0.00 | 100.00 | 14.65 0.00 46.78 6.17 0.99 5.01 22.63 | 96.64 | 3.36 | 9.09 10.00 5.67 3.42 | 28.18 | (24.83) | 3.53 2.91 0.00 0.00 | 6.44 | (31.27) |
|-----------------------------|---|----------------------|--|----------------------------------|----------------------------|--|------------------------------------|--|---|-----------------------------------|---------------------------------|
| Year to Date Last Year | 139,857 0 0 184,457 37,951 5,314 10,854 53,688 1,280 | 433,416 | 63,493 0 202,770 26,736 4,303 21,706 98,081 1,774 | 418,863 | 14,553 | 39,418 43,328 24,573 14,839 | 122,158 | (107,605) | 15,300 12,620 0 0 | 27,920 | (135,525) |
| Year to Date Variance | (87,948) (6,904) (129,903) (56,671) (4,285) (55,522) (212,788) (763) | (579,331) | 7,341 18,073 (140,453) (72,145) (555) (8,024) (91,293) 2,155 | (284,901) | (294,430) | 50,089 60,241 (11,007) 26,700 | 126,023 | (420,453) | 2,274 2,676 0 | 4,950 | (425,403) |
| Year to Date Budget | 938,790 585,999 929,314 204,958 31,031 108,121 543,389 831 76,584 | 3,419,017 | 226,728 46,832 815,207 158,996 24,612 102,364 410,917 | 1,803,365 | 1,615,652 | 150,624 214,086 111,518 112,200 | 588,428 | 1,027,224 | 74,000 60,700 502,496 | 637,196 | 390,028 |
| Percent | 29.96 20.39 28.15 5.22 0.94 11.64 0.00 | 100.00 | 8.24 2.29 2.3.76 3.06 0.85 3.32 11.26 0.70 | 53.47 | 46.53 | 7.07 9.66 3.54 4.89 | 25.16 | 21.37 | 2.22 17.79 0.00 | 22.61 | (1.25) |
| Year to Date This Year | 850,842 579,095 799,411 148,287 26,746 52,599 330,601 68 52,037 | 2,839,686 | 234,069 64,905 674,754 86,851 24,057 94,340 319,624 19,864 | 1,518,464 | 1,321,222 | 200,713 274,327 100,511 138,900 | 714,451 | 606,771 | .S 74,000 62,974 505,172 | 642,146 | (35,375) |
| Percent | REVENUES 33.75 Room 0.00 Cabin 42.19 Food 8.98 Beverage 1.15 Giff Shop 2.83 Buccaneer Bay Waterpark 10.67 The Preserve - Golf 0.00 Telephone 0.43 Other | 100.00 Total Revenue | DEPARTMENTAL COSTS AND EXPENSES 14.80 Room 0.00 Cabin 45.26 Food 5.64 Beverage 0.94 Gift Shop 3.91 Waterpark 20.09 Golf 0.40 Telephone | 91.03 Total Dept Costs & Expense | 8.97 Operating Dept Income | UNDISTRIBUTED EXPENSES 8.66 Administrative & General 11.13 Sales & Marketing 5.98 Property Operation/Maintenance 4.77 Energy | 30.54 Total Undistributed Expenses | (21.58) Income Bf Mgmt Fee & Fixed Chg | MANAGEMENT FEES AND FIXED CHARGES 4.92 Management Fees 4.06 Rent, Prop Tax & Insurance 0.00 Interest 0.00 Depreciation & Amortization | 8.97 Total Mgmt Fee-Fixed Charges | (30.55) Net Income Before Taxes |
| Current Month Last Year | 105,020 0 131,274 27,926 3,579 8,817 33,189 0 1,342 | 311,147 | 46,051 0 140,819 17,537 2,915 12,156 62,524 1,245 | 283,247 | 27,900 | 26,955 34,629 18,609 14,839 | 95,032 | (67,132) | 15,300 12,620 0 | 27,920 | (95,052) |
| Current Month C Variance | (70,928) \$ (26,957) (44,586) (15,132) (1,434) (18,685) (32,464) (172) (2,138) | (212,496) | (5,944) (306) (37,749) (14,613) 849 (7,098) (37,882) | (102,738) | (109,758) | 19,433 11,380 1,296 12,283 | 44,392 | (154,150) | 0 601 669 0 | 1,270 | (155,420) \$ |
| Current Month Budget | 181,682 80,128 173,425 38,076 6,487 23,475 54,773 186 6,725 | 564,957 | 54,217 9,121 158,327 27,725 5,523 23,693 78,680 4,352 | 361,638 | 203,319 | 32,478 45,213 23,288 23,740 | 124,719 | 78,600 | 18,500 16,000 125,624 | 160,124 | (81,524) |
| Percent | 31.42 15.09 36.55 6.51 1.36 6.33 0.00 | 100.00 | 13.70 2.50 34.21 3.72 1.81 4.71 11.58 | 73.45 | 26.55 | 14.73 16.06 6.97 10.22 | 47.98 | (21.43) | 5.25 4.71 35.83 0.00 | 45.79 | (67.23) |
| Current Month This Year | 110,754 53,171 128,839 22,944 5,053 4,790 22,309 14,887 | 352,461 | 48,273 8,815 120,578 13,112 6,372 16,595 40,798 4,357 | 258,900 | 93,561 | 51,911 56,593 24,584 36,023 | 169,111 | (75,550) | 18,500 16,601 126,293 | 161,394 | (236,944) |

Honey Creek Resort State Park Summary Income Statement For the Four Months Ending October 31, 2009

| Year to Date Last Year | | 33,022 | (8,198) | (10.326) |
|----------------------------|------------|-------------------|------------------------------|------------------------------|
| Year to Date Budget | | 97,686 | 29,349 | 11 144 |
| Year to Date This Year | | 81,134 | 17,336 | (1011) |
| | STATISTICS | Total Revenue PAR | Income before Fixed Chgs PAR | Income Before Income Tax PAR |
| Current Month Last Year | | 35,560 | (7,672) | (10.863) |
| Current Month Budget | | 64,567 | 8,983 | (9.317) |
| Current Month This Year | | 40,281 | (8,634) | (27.079) |

| | _ + 0.50 | | 010 470 8 8 7 8 6 0 7 11 | -+ | 22222222222 | 3 | C | |
|----------------------------|---|---------------|--|-----------------------------|--|----------------------|-----------------------|--------------------------------------|
| Percent | 21.61 34.04 43.39 0.96 | 100.00 | 0.00 3.75 9.24 0.06 13.08 1.43 2.17 2.17 2.38 0.59 1.80 0.59 | 38.54 | 1.53 0.37 0.00 0.00 0.14 0.17 3.51 0.01 0.00 0.00 0.00 0.00 0.00 0.00 | 98.9 | 54.60 | |
| Year to Date Last Year | 30,227 47,605 60,689 1,336 | 139,857 | 0 5,245 12,928 18,296 1,996 3,040 3,333 821 2,524 4,577 | 53,903 | 2,139 521 0 0 192 633 1,636 4,915 153 69 126 0 0 0 0 0 0 0 7794) | 9,590 | 76,364 | Year to Date Last Year 10,656 |
| Year to Date Variance | 105,311 (117,976) (82,828) 7,545 | (87,948) | 0 62 16,304 (3,689) (1,473) (6,881) (2,948) 546 1,455 2,901 (137) | 7,299 | 124 0 (230) (1,163) 2,881 (245) (1,442) (81) 696 (701) 425 (188) | 42 | (95,289) | |
| Year to Date Budget | 0 472,769 466,021 | 938,790 | 14,000 9,012 35,424 8,610 36,531 19,937 7,893 10,200 8,856 16,236 11,635 | 194,087 | 5,000 0 250 2,077 200 1,700 2,077 12,461 3,739 2,909 831 400 997 | 32,641 | 712,062 | Year to Date Budget 26,823 |
| Percent | 12.38 41.70 45.04 0.89 | 100.00 | 1.65 1.07 6.08 0.58 4.12 1.53 0.58 1.26 1.21 1.21 1.21 1.21 | 23.67 | 0.60 0.00 0.00 0.11 0.02 0.54 0.22 1.30 0.43 0.43 0.02 0.00 | 3.84 | 72.49 | |
| Year to Date This Year | 105,311 354,793 383,193 7,545 | 850,842 | S 14,000 9,074 51,728 4,921 35,058 13,056 4,945 10,746 10,746 10,311 19,137 15,616 12,794 | 201,386 | 5,124 0 20 20 914 160 4,581 1,832 11,019 3,658 3,658 3,658 130 825 809 | 32,683 | 616,773 | Year to Date This Year 24,310 |
| t ROOMS SCHEDULE | REVENUE Corporate Group Tourist/Other Other | Total Revenue | PAYROLL & RELATED EXPENSES Salary Rooms Division Director Salaries & Wages - Front Suprv Salaries & Wages - Front Desk Salaries & Wages - Reservation Salaries & Wages - Raservation Salaries & Wages - Ran Attend Salaries & Wages - Laundry Salaries & Wages - Ran Inspect Salaries & Wages - Rh Suprv Salaries & Wages - Activities Salaries & Wages - Activities Salaries & Wages - Public Space Payroll Taxes | Total P/R & Related Expense | OTHER EXPENSES Cable/Satellite Television Contract Cleaning Laundry & Dry Cleaning Linen Linen Lobby Decorations Reservations Supplies - Cleaning Supplies - Cleaning Supplies - Laundry Supplies - Laundry Supplies - Laundry Supplies - Printing & Stationery Supplies - Other Telephone - Rooms Uniforms - Rooms Other Rooms Expenses | Total Other Expenses | . Dept. Income (Loss) | STATISTICS Room Revenue PAR |
| Percent | 23.82 36.33 39.28 0.57 | 100.00 | 0.00 3.80 9.52 0.05 13.57 1.90 1.90 0.30 0.30 0.30 | 37.96 | 1.18 0.00 0.00 0.00 0.18 0.00 1.26 3.70 0.15 0.07 0.07 0.00 | 5.89 | 56.15 | |
| Current Month Last Year | 25,013 38,155 41,251 601 | 105,020 | 3,988 9,999 90 14,250 1,096 1,992 2,500 3,13 1,554 3,397 691 | 39,870 | 1,234 0 0 0 1,84 0 1,319 3,890 153 69 126 0 0 0 1794) | 6,181 | 58,969 | Current Month Last Year 12,002 |
| Current Month Variance | 7,550 (41,669) (37,310) 501 | (70,928) | 0 (698) (2,552) (1,300) (691) (17) (17) 138 78 (715) | (5,188) | 31 0 (36) (465) (409) (243) (243) (909) 576 189 (56) 100 283 | (95L) | (64,984) | |
| Current Month Budget | 84,570 97,112 0 | 181,682 | 3,500 2,253 8,928 2,170 8,187 4,468 1,769 2,600 2,600 2,232 4,092 3,799 2,566 | 46,564 | 1,250 0 56 465 200 200 425 465 2,793 838 652 186 100 223 | 7,653 | 127,465 | Current Month Budget 20,764 |
| Percent | 6.82 38.74 54.00 0.45 | 100.00 | 3.16 2.26 7.43 1.73 5.09 2.86 0.97 2.33 2.14 3.77 2.78 | 37.36 | 1.16 0.00 0.02 0.00 0.14 0.21 1.70 1.28 0.76 0.12 0.18 | 6.23 | 56.41 | |
| Current Month This Year | 7,550 42,901 59,802 501 | 110,754 | 3,500 2,500 8,230 1,921 5,635 3,168 1,078 2,583 2,583 2,370 4,170 3,084 | 41,376 | 1,281 0 20 20 160 233 222 1,884 1,414 841 1,30 200 506 | 6,897 | 62,481 | Current Month This Year 12,658 |

| Percent | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 000 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 00.0 | 0.00 | 0.00 | 0.00 | 0.00 | | 0.00 | 0.00 | | | |
|--|----------------|--------------------------|--------|---------|--------------------------|-----------------|---|-------|---------------------------------|-------------------------------|-------|--------|-------|------------------------------------|-------|---------|-------|-------------------------------------|---------|-----------------------|-----------------------|---------------------------|-------------|----------------------------|
| Year to Date Last Year Po | | 0 | 0 | 0 | 0 | 0 | O | , 0 | 00 | 0 | 0 | 0 (| | | 0 | 0 | 0 | 00 | | 0 | 0 | Year to Date | ma i ami | 00 |
| Year to Date Variance | | (363.870) | 49,166 | 149,664 | 158,136 | (6,904) | 18 330 | 1,389 | 1,836 | 22,312 | (400) | (20) | 155 | 013 | (108) | (5,600) | (132) | 329 (2.000) | (4.320) | (4,239) | (24,977) | | | |
| Year to Date Budget | | 363.870 | 21,760 | 100,409 | 096'66 | 585,999 | 16 798 | 6,588 | 2,210 1,629 | 27,225 | 400 | 3,600 | 509 | 1,016 | 407 | 5,600 | 2,000 | 0 2.000 | 10.507 | 19,00/ | 539,167 | Year to Date | ngen n | 2,035 292 |
| Percent | | 0.00 | 12.25 | 43.18 | 44.57 | 100.00 | 209 | 1.38 | 0.70 | 8.55 | 0.00 | 0.62 | 0.11 | 0.20 | 0.05 | 0.00 | 0.32 | 0.00 | 37.0 | 7.03 | 88.79 | | | |
| Year to Date This Year | | O | 70,926 | 250,073 | 258,096 | 579,095 | 35 128 | 7,977 | 4,046 2,386 | 49,537 | 0 | 3,580 | 1 733 | 1,033 | 299 | 0 | 1,868 | 329 | 07031 | 13,308 | 514,190 | Year to Date This Vear | 1 2 1 | 2,019 |
| of the road profile control of the road of | CABIN SCHEDULE | REVENUE Cabin Revenue | _ | _ | Cabin Rental - 4 Bedroom |) Total Revenue | PAYROLL & RELATED EXPENSES Cabin Housekeeping | | Payroll 1axes Employee Benefits |) Total P/R & Related Expense | | | | Supplies - Cleaning Congress Guest | | | |) Uniforms) Other Cabin Exnense | | 1 otal Other Expenses |) Dept. Income (Loss) | | STATISTICS | Cabin Rentals Cabin ADR |
| Percent | | 000 | | 0.00 | 00.00 | 00.00 | 00 0 | | 0.00 | 00.00 | | | 00.00 | | | | | 00.00 | 1 | 0.00 | 0.00 | | | 0 |
| Current Month Last Year | | C | 0 | 0 | 0 | 0 | 0 | 00 | | 0 | 0 | 0 0 | | | | 0 | 0 | 0 0 | | 0 | 0 | Current Month | Last 1 car | |
| Current Month Variance | | (80.128) | 11,375 | 16,634 | 25,162 | (26,957) | 1119 | 163 | (240) | 1,149 | (100) | (5) | (5) | 940 | (09) | (1,400) | (140) | 118 | (227) | (1,455) | (26,651) | | | |
| Current Month Budget | | 80.128 | 0 | 0 | 0 | 80,128 | 2 478 | 1,647 | 320 | 4,835 | 100 | 006 | 67 | 150 | 100 | 1,400 | 500 | 0 200 | O C V | 4,280 | 71,007 | Current Month | Dangar | 300 |
| Percent | | 000 | 21.39 | 31.28 | 47.32 | 100.00 | 6.76 | 3.40 | 0.93 | 11.25 | 0.00 | 1.68 | 0.00 | 0.57 | 0.00 | 0.00 | 89.0 | 0.22 | | 5.32 | 83.42 | | | |
| Current Month This Year | | 0 | 11,375 | 16,634 | 25,162 | 53,171 | 3 597 | 1,810 | 49/ | 5,984 | 0 | 895 | 0 01 | 196 | 202,1 | 0 | 360 | 118 | 1000 | 2,831 | 44,356 | Current Month | 11113 1 041 | 222 240 |

| Percent | 74.00 0.00 27.26 0.00 0.00 0.00 (5.91) | 95.35 | 0.92 0.07 0.74 0.00 2.91 | 4.65 | 100.00 | 40.85 | 40.85 | 59.15 | 3.73 2.21 3.07 6.55 1.82 2.64 2.36 5.69 10.08 10.08 10.08 3.73 0.00 0.00 0.00 0.00 0.00 |
|----------------------------|---|--------------|---|---------------------|--------------------|-------------------------------------|---------------------|-------------------|---|
| | | | | | | | | | —————————————————————————————————————— |
| Year to Date Last Year | 136,507 0 50,288 0 0 0 0 0 0 (10,909) | 175,886 | 1,700 135 1,371 0 0 5,365 | 8,571 | 184,457 | 75,343 | 75,343 | 109,114 | 6,889 4,083 5,655 12,079 3,366 4,865 4,346 10,504 1 |
| Year to Date Variance | (126,441) 0 (13,314) 0 0 0 0 (12,750) | (152,505) | 13,530 4,507 13 798 3,754 | 22,602 | (129,903) | (55,690) | (55,690) | (74,213) | (3,732) 188 2,418 (8,628) 1,260 (8,534) (6,630) 11,964 (4,973) (32,406) (12,797) (12,797) (12,797) (2,666) (5,504) (5,504) (5,608) |
| | 33 25 0 0 0 0 | 99 | 29 0 0 0 0 | 58 | 14 | 69 | 69 | 45 | 08888888888888888888888888888888888888 |
| Year to Date Budget | 626,131 0 260,925 0 0 0 | 887,056 | 12,429 0 7,457 0 22,372 | 42,258 | 929,314 | 310,469 | 310,469 | 618,845 | 25,000 12,668 16,368 56,352 13,224 23,143 12,332 26,094 4,973 93,919 20,874 17,332 31,047 5,904 5,904 17,332 13,348 |
| Percent | 62.51 0.00 30.97 0.00 0.00 (1.59) | 91.89 | 3.25 0.56 0.93 0.10 | 8.11 | 100.00 | 31.87 | 31.87 | 68.13 | 2.66 1.61 2.35 5.97 1.81 1.83 0.71 4.76 0.00 0.77 0.00 0.77 4.17 3.09 |
| Year to Date This Year | 499,690 0 247,611 0 0 0 (12,750) | 734,551 | 25,959 4,507 7,470 798 26,126 | 64,860 | 799,411 | 254,779 | 254,779 | 544,632 | 21,268 12,856 18,786 47,724 14,484 14,609 5,702 38,058 61,513 8,077 16,917 28,381 0 6,146 33,372 24,731 |
| Year Year Thi | | | | | | | | | 83 |
| ent FOOD SCHEDULE | REVENUE Dining Room Bar Area Banquet Hotel/Room Service Catering Take Out | Food Revenue | OTHER INCOME Meeting Room Rentals Setup Fees Misc. Banquet Income - AV Misc. Other Income | Total Other Revenue | Total Food Revenue | FOOD COST OF SALES Food Consumed | Total Cost of Sales | Gross Food Income | PAYROLL & RELATED EXPENSES Salaries & Wages-F& B Director Salaries & Wages-Rest Mgr Salaries & Wages-Rest Mgr Salaries & Wages-Busies & Wages-Busser Salaries & Wages-Busser Salaries & Wages-Banquet Supry Salaries & Wages-Banquet Supry Salaries & Wages-Banquet Sery Salaries & Wages-Set Up Staff Salaries & Wages-Set Cooks Salaries & Wages-Cooks Salaries & Wages-Kitchen Mgr Salaries & Wages-Lishwasher Salaries & Wages-Cleaning Salaries & Wages-Cleaning Salaries & Wages-Cleaning Salaries & Wages-Cleaning Salaries & Wages-Special Event Payroll Taxes Employee Benefits |
| Percent | 71.93 0.00 27.21 0.00 0.00 (3.66) | 95.48 | 0.91 0.10 0.97 0.00 2.54 | 4.52 | 100.00 | 36.30 | 36.30 | 63.70 | 3.94 2.35 3.14 7.16 1.86 3.13 2.55 5.88 5.88 5.88 5.00 0.00 0.00 0.00 0 |
| Current Month Last Year | 94,420 0 35,717 0 0 0 (4,800) | 125,337 | 1,200 135 1,271 0 3,331 | 5,937 | 131,274 | 47,655 | 47,655 | 83,619 | 5,167 3,083 4,117 9,397 2,442 4,113 3,346 7,724 0 13,000 3,267 4,167 5,038 0 6,952 1,306 |
| Current Month Variance | (37,419) 0 (9,267) 0 0 0 0 0 0 (2,031) | (48,717) | 3,041 360 418 0 0 | 4,131 | (44,586) | (17,423) | (17,423) | (27,163) | (917) (84) (1,843) (1,196) 318 (599) (2,460) 3,394 (942) (5,170) (5,170) (6,17 |
| Current Month Budget | 115,497 0 49,925 0 0 | 165,422 | 2,354 0 1,412 0 4,237 | 8,003 | 173,425 | 57,898 | 868'25 | 115,527 | 6,250 3,167 4,092 10,395 2,170 3,798 3,083 4,993 4,993 17,325 3,994 4,333 5,790 1,488 1,488 6,787 83,259 |
| Percent | 60.60 0.00 31.56 0.00 0.00 0.00 (1.58) | 90.58 | 4.19 0.28 1.42 0.00 3.53 | 9.42 | 100.00 | 31.42 | 31.42 | 68.58 | 4.14 2.39 1.75 7.14 1.93 2.48 0.00 0.00 0.00 0.00 0.00 0.00 4.70 4.70 |
| Current Month This Year | 78,078 0 40,658 0 0 0 0 0 (2,031) | 116,705 | 5,395 360 1,830 0 4,549 | 12,134 | 128,839 | 40,475 | 40,475 | 88,364 | 5,333 3,083 2,249 9,199 2,488 3,199 6,23 8,387 0 12,155 1,515 4,267 6,052 6,335 5,625 |

| | | | ~ | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---------------------------------|--------------------------|---------|-----------------|----------------------|---------------|------------------|----------------------------|---------|------------|-----------|-------------------------|------------------------|----------------|--------------------------|-----------------------------|---------|-------------------------|-----------------------|------------------|-------------------------------|-----------------------|------|-----------------------|-------------|-----------------------|--------------------------|------------------------------------|----------------------------|------------|-----------------------|
| Percent | 0.00 | 1.84 | 0.02 | 00.00 | 0.00 | 69.0 | 1.55 | 0.00 | 0.37 | 0.05 | 0.00 | 0.55 | 0.04 | 3.59 | 1.21 | 3.10 | 0.13 | 0.68 | 0.04 | 0.15 | 0.67 | 0.05 | 0.16 | 0.30 | 1.18 | 16.38 | (9.93) | | | |
| Year to Date Last Year | 00 | 3,396 | 44 | 0 | 0 | 1,267 | 2,859 | 0 | 629 | 84 | 0 | 1,011 | 89 | 6,619 | 2,240 | 5,725 | 244 | 1,255 | 82 | 280 | 1,233 | 86 | 300 | 548 | 2,173 | 30,205 | (18,313) | Year to Date Last Year | | 1.32 |
| Year to Date Variance | (1,256) (675) | 5,734 | (400) | 1,503 | (3,766) | 822 | (17,210) | 120 | 144 | (412) | 34 | 248 | 1,714 | (4,905) | 944 | (9,604) | (37) | (347) | 0 | 857 | 1,079 | 311 | (250) | 5,143 | (1,937) | (22,146) | 10,550 | Ye | | |
| Year to Date Budget | 1,775 | , 16 | 400 | 0 | 4,435 | 1,331 | 33,709 | 488 | 887 | 2,668 | 0 | 0 | 1,331 | 13,306 | 1,775 | 15,523 | 267 | 1,800 | 0 | 009 | 2,838 | 0 | 1,000 | 800 | 3,548 | 89,497 | 114,107 | Year to Date Budget |) | 66.0 |
| Percent | 0.06 | 0.72 | 0.00 | 0.19 | 0.08 | 0.27 | 2.06 | 0.08 | 0.13 | 0.28 | 0.00 | 0.03 | 0.38 | 1.05 | 0.34 | 0.74 | 0.03 | 0.18 | 0.00 | 0.18 | 0.49 | 0.04 | 0.09 | 0.74 | 0.20 | 8.43 | 15.59 | Year | | |
| Year to Date This Year | 519 | 5,750 | 0 | 1,503 | 699 | 2,153 | 16,499 | 809 | 1,031 | 2,256 | 34 | 248 | 3,045 | 8,401 | 2,719 | 5,919 | 230 | 1,453 | 0 | 1,457 | 3,917 | 311 | 750 | 5,943 | 1,611 | 67,351 | 124,657 | Year to Date This Year | | 0.94 |
| cent OTHER EXPENSES | .00 China 00 Contract | . 59 | .03 Decorations | .00 Equipment Rental | .00 Glassware | .69 Kitchen Fuel | .95 Laundry & Dry Cleaning | I | .52 Linens | .06 Menus | .00 Other Food Expenses | .00 Personnel Training | .05 Silverware | 2.39 Supplies - Cleaning | .43 Supplies - Guest/Dining | | 0.00 Supplies - Medical | 1.41 Supplies - Paper | 0.05 Pizza Boxes | 0.18 Supplies-Printing/Office | 0.29 Supplies - To Go | | 0.15 Telephone - Food | 0.41 Travel | 1.16 Uniforms - Foods | .27 Total Other Expenses | .27) Food Department Income (Loss) | | STATISTICS | Food Rev/Room Revenue |
| Current Month Last Year Perc | 00 | 3,396 2 | 44 | 0 0 | 0 0 | 0 906 | 2,566 1 | 0 0 | 0 629 | 84 0 | 0 0 | 0 0 | 0 89 | | 1,877 | | | 544 0 | | 239 0 | | | 200 0 | | 1,519 | 20,045 15 | (9,545) (7 | Current Month Last Year | | 1.25 |
| Current Month Variance | (201) | (3) | (200) | 0 | (827) | 259 | (3,650) | (1,083) | (165) | 945 | 0 | 30 | 684 | (889) | (218) | (1,775) | (36) | (103) | 0 | (74) | (128) | 34 | 0 | 59 | (341) | (7,577) | (6,837) | | | |
| Current Month Budget | 331 | 3 | 200 | 0 | 827 | 248 | 6,286 | 122 | 165 | 199 | 0 | 0 | 248 | 2,481 | 331 | 2,895 | 50 | 400 | 0 | 150 | 529 | 0 | 250 | 200 | 662 | 17,170 | 15,098 | Current Month Budget |) | 0.95 |
| Percent | 0.10 | 0.00 | 0.00 | 0.00 | 0.00 | 0.39 | 2.05 | (0.75) | 0.00 | 1.25 | 0.00 | 0.05 | 0.72 | 1.39 | 0.0 | 0.87 | 0.01 | 0.23 | 0.00 | 90.0 | 0.31 | 0.03 | 0.19 | 0.20 | 0.25 | 7.45 | 6.41 | | | |
| Current Month This Year | 130 | î O | 0 | 0 | 0 | 507 | 2,636 | (196) | 0 | 1,612 | 0 | 30 | 932 | 1,793 | 113 | 1,120 | 14 | 297 | 0 | 9/ | 401 | 34 | 250 | 259 | 321 | 9,593 | 8,261 | Current Month This Year | | 1.16 |

| Percent | 33.62 37.49 18.76 | 89.87 | 9.34 0.00 0.79 0.00 | 10.13 | 100.00 | 9.43 15.60 7.90 3.38 0.50 | 36.81 | 63.19 | 16.99 6.26 1.90 3.65 0.32 | 29.11 |
|----------------------------|--|--------------------------------|--|-----------------------------|---------------------|--|------------------------|--------------------------|--|-------------------------------------|
| Year to Date Last Year | 12,758 14,228 7,119 | 34,105 | 3,546 0 300 0 | 3,846 | 37,951 | 3,579 5,922 3,000 1,281 188 | 13,970 | 23,981 | 6,446 2,375 721 1,385 122 | 11,049 |
| Variance | (10,706) (21,622) 667 | (31,661) | (4,303) (14,542) (6,165) | (25,010) | (56,671) | 1,146 (4,483) (442) (6,232) 1,022 | (8,989) | (47,682) | (39,783) (9,334) (1,923) (4,297) (2,505) | (57,842) |
| Year to Date Budget | 60,109 67,623 22,541 | 150,273 | 13,671 27,343 13,671 | 54,685 | 204,958 | 13,281 25,641 12,673 10,249 | 61,844 | 143,114 | 52,595 10,937 6,000 6,571 3,499 | 79,602 |
| Percent | 33.32 31.02 15.65 | 79.99 | 6.32 8.63 5.06 0.00 | 20.01 | 100.00 | 9.73 14.27 8.25 2.71 0.69 | 35.64 | 64.36 | 8.64 1.08 2.75 1.53 0.67 | 14.67 |
| Year to Date This Year | 49,403 46,001 23,208 | 118,612 | 9,368 12,801 7,506 | 29,675 | 148,287 | 14,427 21,158 12,231 4,017 1,022 | 52,855 | 95,432 | 12,812 1,603 4,077 2,274 | 21,760 |
| ent BEVERAGE SCHEDULE | REVENUES 24 Restaurant - Liquor Sales 78 Restaurant - Beer Sales 16 Restaurant - Wine Sales | 19 Restaurant Beverage Revenue | S1 Banquet - Liquor Sales O0 Banquet - Beer Sales O0 Banquet - Wine Sales O0 Other Beverage Income | 31 Banquet Beverage Revenue | 00 Beverage Revenue | BEVERAGE COST OF SALES 10 Liquor Consumed 149 Beer Consumed 152 Wine Consumed 154 Beverage Mixers 158 Other Cost of Sales | 53 Total Cost of Sales | 37 Gross Beverage Income | PAYROLL & RELATED EXPENSES 10 Salaries & Wages - Dining Room 12 Salaries & Wages - Banquet 13 Salaries & Wages - Admin 14 Salaries & Wages - Admin 15 Employee Benefits | 85 Total Payroll - Related Expenses |
| th Percent | 32 33.24 33 35.78 52 19.16 | 88.19 | 99 11.81 0 0.00 0 0.00 0 0.00 | 99 11.81 | 26 100.00 | 870 6.70 488 12.49 (015 7.22 459 1.64 162 0.58 | 94 28.63 | 32 71.37 | 58 17.40 77 6.72 21 2.58 35 3.89 74 0.26 | 15 30.85 |
| Current Month Last Year | 9,282 9,993 5,352 | 24,627 | 3,299 | 3,299 | 27,926 | 1,870 3,488 2,015 459 162 | 7,994 | 19,932 | 4,858 1,877 721 1,085 | 8,615 |
| Variance | (4,177) (6,811) 124 | (10,864) | 688 (3,274) (1,682) | (4,268) | (15,132) | (34) (2,224) (339) (1,573) 175 | (3,995) | (11,137) | (6,854) (1,704) 552 (693) (365) | (9,064) |
| Current Month Budget | 11,088 12,474 4,158 | 27,720 | 2,589 5,178 2,589 | 10,356 | 38,076 | 2,462 4,766 2,361 1,904 | 11,493 | 26,583 | 9,702 2,071 0 1,113 671 | 13,557 |
| Percent | 30.12 24.68 18.66 | 73.47 | 14.28 8.30 3.95 0.00 | 26.53 | 100.00 | 10.58 11.08 8.81 1.44 0.76 | 32.68 | 67.32 | 12.41 1.60 2.41 1.83 | 19.58 |
| Current Month This Year | 6,911 5,663 4,282 | 16,856 | 3,277 1,904 907 | 6,088 | 22,944 | 2,428 2,542 2,022 331 175 | 7,498 | 15,446 | 2,848 367 552 420 306 | 4,493 |

Honey Creek Resort State Park Comparative Statement of Income For the Four Months Ending October 31, 2009

| Percent | 0.00 | 0.00 | 0.53 | 0.00 | 0.79 | 0.00 | 0.24 | 0.36 | 0.84 | 1.76 | 00.00 | 4.52 | | 29.55 | | | |
|-----------------------------|--------------------------------|-------------|-------------------------|------|-------------------------|----------------------|-------|------|-------|---------|---------|------------------------|--|------------------------------|---------------|------------|--|
| Year to Date Last Year P | 0 | 0 | 200 | 0 | 300 | 0 | 06 | 138 | 320 | 699 | 0 | 1,717 | Vivi to considerate considerate del considerat | 11,215 | Year to Date | Last Year | 0.21 0.27 |
| Variance | 147 | (3,074) | 0 | 961 | (367) | (108) | (698) | Ξ | (614) | (1,404) | 15 | (5,314) | The second secon | 15,474 | Ye | Ţ | |
| Year to Date Budget | 0 | 3,074 | 800 | 0 | 8,500 | 899 | 1,024 | 410 | 614 | 2,460 | 0 | 17,550 | | 45,962 | Year to Date | Budget | 0.22 |
| Percent | 0.10 | 0.00 | 0.54 | 0.65 | 5.48 | 0.38 | 0.10 | 0.28 | 0.00 | 0.71 | 0.01 | 8.25 | | 41.43 | Year | В | |
| Year to Date This Year | 147 | 0 | 800 | 961 | 8,133 | 995 | 155 | 409 | 0 | 1,056 | 15 | 12,236 | | 61,436 | Year to Date | This Year | 0.19 |
| 41 | OTHER EXPENSES Contract Labor |) Glassware | 2 Insurance - Liability | | 7 Music & Entertainment |) Personnel Training | | | | | | 2 Total Other Expenses | |) Beverage Department Income | | STATISTICS | Bev Rev/Food Revenue Bev Rev/Room Revenue |
| Percent | 0.00 | 0.00 | 0.72 | 0.00 | _ | 0.00 | 0.15 | 0.00 | | 0.36 | 0.00 | 3.32 | | 37.20 | _ | | 1 7 |
| Current Month Last Year | O | 0 | 200 | 0 | 300 |) | 41 | 0 | 286 | 101 |) | 928 | | 10,389 | Current Month | Last Year | 0.21 |
| Variance | 0 | (571) | `0 , | 0 | (252) | | (146) | (25) | (114) | (439) | `0 , | (1.554) | | (519) | | | |
| Current Month Budget | 0 | 571 | 200 | 0 | 006 | 167 | 190 | 92 | 114 | 457 | 0 | 2.675 | | 10,351 | Current Month | Budget | 0.22 |
| Percent | 0.00 | 0.00 | 0.87 | 0.00 | 2.82 | 0.70 | 0.19 | 0.22 | 0.00 | 0.08 | 00.00 | 4.89 | | 42.85 | | | |
| Current Month This Year | 0 | 0 | 200 | 0 | 648 | 160 | 44 | 51 | 0 | 18 | 0 | 1.121 | | 9,832 | Current Month | This Year | 0.18 |

| | - | _ | ~ s | 61 | ~ | # 10.10 | \ 0 | | 0 | 3 | | |
|----------------------------|--|--------------------------|--|---------------------------|------------------------------|---|--|--|---------------------------|-------------------------------------|----------------------------|----------------|
| Percent | 114.34 (14.34) | 100.00 | 33.53 (0.72) | 32.82 | 67.18 | 43.34 4.16 0.66 | 48.16 | 0.00 | 0.00 | 19.03 | | |
| Year to Date Last Year | 6,076 (762) | 5,314 | 1,782 | 1,744 | 3,570 | 2,303 221 35 | 2,559 | 0 | 0 | 1,011 | Year to Date Last Year | 405 |
| Year to Date Variance | (2,542) | (4,285) | 3,494 | 3,680 | (7,965) | (3,565) (346) (124) | (4,035) | (200) | (200) | (3,730) | Ye | |
| Year to Date Budget | 31,031 | 31,031 | 15,515 | 15,515 | 15,516 | 7,872 745 280 | 8,897 | 200 | 200 | 6,419 | Year to Date Budget | 887 |
| Percent | 106.52 (6.52) | 100.00 | 71.07 | 71.77 | 28.23 | 16.10 1.49 0.58 | 18.18 | 0.00 | 0.00 | 10.05 | Year Bu | |
| Year to Date This Year | 28,489 (1,743) | 26,746 | 19,009 | 19,195 | 7,551 | 4,307 399 156 | 4,862 | 0 | 0 | 2,689 | Year to Date This Year | 764 |
| Percent GIFT SHOP SCHEDULE | REVENUE 116.93 Giff Shop Revenue (16.93) Discounts - Giff Shop | 100.00 Gift Shop Revenue | GIFT SHOP COST OF SALES 30.34 Gift Shop Cost of Sales 0.00 Other Gift Shop Cost of Sales | 30.34 Total Cost of Sales | 69.66 Gross Gift Shop Income | PAYROLL & RELATED EXPENSES 46.19 Salaries & Wages-Gift Shop 4.36 Payroll Taxes 0.56 Employee Benefits | 51.10 Total Payroll - Related Expenses | OTHER EXPENSES 0.00 Operating Supplies | 0.00 Total Other Expenses | 18.55 Giff Department Income (Loss) | Year Thi | Gift Sales PAR |
| Current Month Last Year | 4,185 (606) | 3,579 | 1,086 | 1,086 | 2,493 | 1,653 156 20 | 1,829 | 0 | 0 | 664 | Current Month Last Year | 409 |
| Current Month Variance | (402) (1,032) | (1,434) | 1,451 | 1,637 | (3,071) | (645) (68) (25) | (738) | (50) | (50) | (2,283) | | |
| Current Month Budget | 6,487 | 6,487 | 3,243 | 3,243 | 3,244 | 1,984 188 58 | 2,230 | 50 | 50 | 964 | Current Month Budget | 741 |
| Percent | 120.42 (20.42) | 100.00 | 92.90 | 85'96 | 3.42 | 26.50 2.37 0.65 | 29.53 | 0.00 | 0.00 | (26.10) | | |
| Current Month This Year | 6,085 (1,032) | 5,053 | 4,694 | 4,880 | 173 | 1,339 120 33 | 1,492 | 0 | 0 | (1,319) | Current Month This Year | 577 |

| Percent | 44.47 2.60 0.32 | 47.39 | 58.53 5.09 (11.01) | 52.61 | 100.00 | 26.51 (2.11) 9.19 | 33.59 | 66.41 | 63.58 35.83 35.70 11.51 8.28 | 154.90 |
|-----------------------------|---|-------------------|---|---------------------------|-----------------------|---|---------------------|------------------------|--|----------------------------------|
| Year to Date Last Year I | 4,827 282 35 | 5,144 | 6,353 552 (1,195) | 5,710 | 10,854 | 2,877 (229) 998 | 3,646 | 7,208 | 6,901 3,889 3,875 1,249 899 | 16,813 |
| Variance | (1,309) | (1,201) | (32,557) (17,441) (4,323) | (54,321) | (55,522) | (5,451) (5,800) (2,453) | (13,704) | (41,818) | 7,906 (115) (1,575) 319 (60) | 6,475 |
| Year to Date Budget | 25,380 | 25,380 | 62,056 20,685 0 | 82,741 | 108,121 | 20,478 6,206 4,137 | 30,821 | 77,300 | 23,904 12,132 15,816 4,899 5,628 | 62,379 |
| Percent | 45.76 0.21 0.00 | 45.97 | 56.08 6.17 (8.22) | 54.03 | 100.00 | 28.57 0.77 3.20 | 32.54 | 67.46 | 60.48 22.85 27.07 9.92 10.59 | 130.90 |
| Year to Date This Year | 24,071 108 0 | 24,179 | 29,499 3,244 (4,323) | 28,420 | 52,599 | 15,027 406 1,684 | 17,117 | 35,482 | 31,810 12,017 14,241 5,218 5,568 | 68,854 |
| BUCCANEER BAY SCHEDULE | REVENUES Waterpark Passes Waterpark Merchandise Other Waterpark Revenue | Waterpark Revenue | Waterpark Snack Bar Food Waterpark Snack Bar Beverage Discounts - Waterpark | Waterpark Food & Beverage | Buccaneer Bay Revenue | SNACK BAR COST OF SALES Snack Bar Food Costs Snack Bar Beverage Cost Other Cost of Sales | Total Cost of Sales | Gross Waterpark Income | PAYROLL & RELATED EXPENSES Salaries & Wages - Lifeguards Salaries & Wages- WPark Supry Salaries & Wages -Snack Bar Payroll Taxes Employee Benefits | Total Payroll - Related Expenses |
| Percent | 44.35 2.82 0.40 | 47.57 | 58.68 4.60 (10.85) | 52.43 | 100.00 | (18.83) 0.00 7.84 | (10.99) | 110.99 | 58.53 33.08 30.07 11.01 6.62 | 139.32 |
| Current Month Last Year | 3,910 249 35 | 4,194 | 5,174 406 (957) | 4,623 | 8,817 | (1,660) | (696) | 9,786 | 5,161 2,917 2,651 971 584 | 12,284 |
| Variance | (4,151) 28 0 | (4,123) | (10,207) (3,898) (457) | (14,562) | (18,685) | (2,495) (1,226) (592) | (4,313) | (14,372) | (109) (16) (884) (181) (234) | (1,424) |
| Current Month Budget | 6,180 | 6,180 | 12,971 4,324 0 | 17,295 | 23,475 | 4,280 1,297 865 | 6,442 | 17,033 | 5,856 3,033 3,720 1,192 1,302 | 15,103 |
| Percent | 42.36 0.58 0.00 | 42.94 | 57.70 8.89 (9.54) | 57.06 | 100.00 | 37.27 1.48 5.70 | 44.45 | 55.55 | 119.98 62.99 59.21 21.11 22.30 | 285.57 |
| Current Month This Year | 2,029 | 2,057 | 2,764 426 (457) | 2,733 | 4,790 | 1,785 71 273 | 2,129 | 2,661 | 5,747 3,017 2,836 1,011 1,068 | 13,679 |

Honey Creek Resort State Park Comparative Statement of Income For the Four Months Ending October 31, 2009

| Percent | 0.68 | 0.00 | 0.00 | 0.80 | 0.15 | 0.39 | 0.13 | 0.77 | 0.31 | 0.05 | 3.29 | (91.78) | | |
|-------------------------------------|----------------|--------------|-------------------------|---------------------|------------------|------------------|--------------|---------------------|----------------|---------------|---------------------------|-------------------------------|--|------------------------|
| Year to Date Last Year | 259 | 0 | 0 | 305 | 26 | 148 | 50 | 292 | 119 | 18 | 1,247 | (10,852) | Year to Date Last Year | 827 |
| Variance | 975 | (41) | (301) | (44) | (581) | (288) | 0 | (358) | 44 | (201) | (795) | (47,498) | Ye | |
| Year to Date Budget | 3.000 | 1,000 | 200 | 400 | 2,500 | 332 | 200 | 400 | 0 | 832 | 9,164 | 5,757 | Year to Date Budget | 3,089 |
| Percent | 2.68 | 0.65 | 0.13 | 0.24 | 1.29 | 0.03 | 0.13 | 0.03 | 0.03 | 0.43 | 5.64 | (60.69) | Year Bu | |
| Year to Date This Year | 3.975 | 959 | 199 | 356 | 1,919 | 44 | 200 | 42 | 44 | 631 | 8,369 | (41,741) | Year to Date This Year | 1,503 |
| 12 | OTHER EXPENSES | | Safety Equipment | Supplies - Cleaning | Supplies - Guest | Supplies - Other | Telephone | Fraining Equipment | Fravel | Uniforms | 3.01 Total Other Expenses | 34) Buccaneer Bay Dept Income | STATISTICS | Buccanneer Bay Rev PAR |
| n Percent | 0.45 | | _ | | | | | | | | I Tot | t) Buc | | Bu |
| | 10 | 00.0 | 00.0 | 1.09 | 0.20 | 0.53 | 0.18 | 0.07 | 0.43 | 90.0 | 1 | \overline{G} | ч | |
| Current Month Last Year | 12.5 | 0.0 | 00.00 | 1.09 | | 0.53 | 0.18 | 0.07 | 0.43 | 90.0 | 841 3.01 Tot | (3,339) (31.34) Buc | Current Month Last Year | 1,008 Bu |
| Current Montl Variance Last Year | (479) | (250) 0 0.00 | 0 | 305 1.09 | 56 0.20 | 148 0.53 | 50 0.18 | 0.07 | 119 0.43 | 90.0 | 1 | \overline{G} | Current Month Last Year | |
| | | 0 | $(125) \qquad \qquad 0$ | (86) 305 1.09 | (25) 56 0.20 | (83) 148 0.53 | 0 50 0.18 | (100) 20 0.07 | 0 119 0.43 | (213) 18 0.06 | 841 | (3,339) | Current Month Current Month Budget Last Year | |
| Variance | 673 | 250 (250) 0 | 125 (125) 0 | 100 (86) 305 1.09 | 560 (25) 56 0.20 | 83 (83) 148 0.53 | 50 0 50 0.18 | 100 (100) 20 0.07 7 | 0 0 119 0.43 7 | (213) 18 0.06 | (1,361) | (3,339) | | 1,008 |

| Percent | 40.37 6.09 0.22 24.50 0.10 1.89 12.89 0.06 0.25 (3.33) | 83.05 6.93 10.02 | 16.95 | 2.27 (1.19) 5.37 1.36 | 7.80 | 9.31 4.35 9.93 6.21 8.79 6.96 1.68 0.00 7.32 5.69 | 94.84 |
|----------------------------|--|---|--|--|--|---|----------------------------------|
| Year to Date Last Year | 21,675 3,269 120 13,155 54 1,016 6,921 30 135 | 3,718 5,381 | 9,099 | 1,217 (641) 2,883 731 | 4,190 | 5,000 2,333 5,333 3,333 4,720 2,475 17,007 17,007 3,930 3,930 | 50,919 |
| Variance | (253,986) 867 2,844 69,880 2,833 (44,231) 39,958 0 247 (26,687) | (3,305) | (4,513) | (9,584) 1,512 817 2,154 | (5,101) | (682) 720 (202) 38 (12,962) (2,770) (6,924) (16,754) (511) (4,688) (915) | (45,650) |
| Year to Date Budget | 420,708 0 0 0 0 61,978 0 0 | 30,353 30,353 | 60,703 | 40,286 0 13,416 7,224 | 60,926 | 16,640 7,280 16,640 10,400 29,830 16,440 12,675 65,357 61,79 6,179 6,224 | 204,811 |
| Percent | 50.43 0.26 0.86 21.14 0.86 5.37 12.09 0.00 0.00 | 83.00 8.18 8.81 | 17.00 | 9.29 0.46 4.31 2.84 | 16.89 | 4.83 2.42 4.97 3.16 5.10 6.11 1.74 1.77 1.71 1.71 | 48.14 |
| Year to Date This Year | 166,722 867 2,844 69,880 2,833 17,747 39,958 0 0 247 (26,687) | 27,048 29,142 | 56,190 | 30,702 1,512 14,233 9,378 | 55,825 | 15,958 8,000 16,438 10,438 16,868 13,670 5,751 48,603 5,668 12,458 5,309 | 159,161 |
| THE PRESERVE | REVENUES Golf Rounds Golf Membership Range Fees Cart Rental Club Rental Pro Shop Hard Goods Pro Shop Soft Goods Golf Outing Fee Tournament Fee Discounts | Preserve Golf Revenue Club House Food Revenue Club House Beverage Revenue | Preserve Food & Beverage The Preserve Revenue | PRESERVE COST OF SALES Pro Shop Cost of Sales Other Golf Cost of Sales Golf Food Cost Golf Beverage Cost | Total Cost of Sales Gross Golf Income | PAYROLL & RELATED EXPENSES Salaries & Wages-Dir of Golf Salaries & Wages-Golf Asst Pro Salaries & Wages-Golf Superint Salaries & Wages-Golf Superint Salaries & Wages-Outside Serv Salaries & Wages-Golf Pro Shop Salaries & Wages-Golf Pro Shop Salaries & Wages-Golf Pro Shop Salaries & Wages-Golf Maint Payroll Taxes Employee Benefits | Total Payroll - Related Expenses |
| Percent | 40.30 5.63 0.22 24.69 0.11 1.55 13.61 0.09 0.09 | 83.30 6.90 9.80 | 16.70 | 1.94 (0.25) 4.45 1.05 | 7.20 | 11.30 5.27 12.05 7.53 8.22 7.65 4.33 35.77 0.00 8.11 | 106.22 |
| Current Month Last Year | 13,374 1,869 | 27,647 2,290 3,252 | 5,542 | 645 (84) 1,478 350 | 2,389 | 3,750 1,750 4,000 2,500 2,729 2,729 2,540 11,874 11,874 | 35,254 |
| Variance | (29,584) 0 116 4,036 264 (5,502) 3,685 0 0 (1,330) | (28,105) (2,251) (2,108) | (4,359) | (1,403) 139 (474) 73 | (1,665) | (160) 180 (35) 25 (5,056) (2,183) (2,183) (4,186) (1,590) (1,590) (2,14) | (15,537) |
| Current Month Budget | 40,395 0 0 0 0 7,264 7,264 0 0 | 47,659 3,557 3,557 | 7,114 | 4,721 0 1,572 847 | 7,140 | 4,160 1,820 4,160 2,600 6,090 3,150 2,600 13,042 1,545 3,701 | 44,145 |
| Percent | 48.46 0.00 0.52 18.09 1.18 7.90 16.52 0.00 0.94 (5.96) | 87.65 5.85 6.50 | 12.35 | 14.87 0.62 4.92 4.12 | 24.54 | 17.93 8.96 18.49 11.77 4.63 2.68 39.70 5.51 9.46 | 128.24 |
| Current Month This Year | 10,811 0 116 4,036 264 1,762 3,685 0 0 210 (1,330) | 19,554 | 2,755 | 3,318 139 1,098 920 | 5,475 | 4,000 2,000 4,125 2,625 1,034 967 597 8,856 1,230 2,111 1,063 | 28,608 |

Honey Creek Resort State Park Comparative Statement of Income For the Four Months Ending October 31, 2009

| Percent | 0.00 | 0.00 | 3.06 | 13.06 | 4.34 | 0.00 | 0.00 | 2.60 | 0.00 | 80.36 | 1.02 | 2.32 | 0.43 | 3.82 | 0.00 | 0.00 | 0.00 | 0.00 | 99.0 | 0.44 | 0.87 | 0.07 | 0.00 | 0.00 | 113.23 | (115.88 | | |
|-------------------------------------|--------------------------------------|---------|---------------------|-------------|---------------------|-----------------|------------------|-------------------------|--------------------------------|------------------------------|---|--|--------------------|------------------|--------------------|-----------------|--------------------|-------------------|------------------|--------------|-----------------|------------------|-------------------------|---------------------|-----------------------|----------------------------|-------------------------------------|----------------------|
| Year to Date Last Year | 0 | 0 | 1,160 | 4,955 | 1,646 | 0 | 0 | 985 | 0 | 30,572 | 388 | 880 | 164 | 1,449 | 0 | 0 | 0 | 0 | 250 | 166 | 332 | 25 | 0 | 0 | 42,972 | (44,393) | Year to Date Last Year | 4,091 |
| Variance | 1,602 | (2,628) | (4,900) | (2,699) | (7,571) | (2,490) | (7,246) | 625 | (200) | (14,408) | (900) (200) | (262) | (695) | 55 | 462 | 100 | (979) | 127 | 307 | 141 | 226 | (1,245) | (400) | 2,030 | (40,542) | (121,495) | Ye I | |
| Year to Date Budget | 2,800 | 3,000 | 13,700 | 6,000 | 12,400 | 21,200 | 12,000 | 2,880 | 200 | 61,200 | 000 | 800 | 009 | 0 | 0 | 100 | 1,000 | 100 | 009 | 400 | 200 | 1,200 | 400 | 0 | 145,180 | 132,472 | Year to Date Budget | 15,525 |
| Percent | 2.97 | 0.25 | 5.93 | 4.25 | 3.26 | 12.62 | 3.21 | 2.36 | 0.00 | 31.56 | 0.00 | 0.02 | 0.02 | 0.04 | 0.54 | 0.13 | 0.25 | 0.15 | 0.61 | 0.36 | 0.29 | (0.03) | 0.00 | 1.37 | 70.56 | (35.59) | Year Bı | |
| Year to Date This Year | 4,402 | 372 | 8,800 | 6,301 | 4,829 | 18,710 | 4,754 | 3,505 | 0 00 | 46,792 | 0 594 | 34 | 31 | 55 | 799 | 200 | 374 | 227 | 206 | 541 | 426 | (45) | 0 | 2,030 | 104,638 | 10,977 | Year to Date This Year | 9,446 |
| tu | OTHER EXPENSES 0.00 Drainage/Erosion | Erosion | Fertilizer | Gas & Oil | Seed, Sod, Sand | Treatment Costs | Water/Irrigation | Equipment Parts/Repairs | Furniture Fixtures Equip -Golf | Golf Cars | Course Equipment Sumplies _ Cleaning | Sumplies - Guest | Supplies - Kitchen | Supplies - Other | Licenses & Permits | Office Supplies | Portable Toilets | Pro Shop Supplies | Felephone | Felevision | Fraining/Travel | Uniforms | Vehicle Maint/Gas -Golf | Other Golf Expenses | Total Other Expenses | 02.52 Preserve Dept Income | STATISTICS | Preserve Revenue PAR |
| Percent | 0. | 0 | 2 | 4 | 6 | Q | · 0 | | _ | _ | | | | | _ | _ | | | | | ۲. | _ | , | - | .0 Tot | 52 Pres | | Pre |
| д | 0 0 | 0.00 | | 5 17.74 | | | 00.0 0 | 2.93 | 0.00 | 54.74 | 00.0 | 0.00 | 0.29 | 3 0.21 | 0 0.00 Lice | 0.00 Off | 0 0.00 Por | | 0.54 | 0.37 | 1.19 | 0.00 | 0.00 Ve | 0 0.00 Oth | 89.10 | 1) | 4I | |
| Current Month Last Year | 0 0 | 00.00 | | 4,955 17.74 | | | 00.0 0 | | 0.00 | _ | | 0.00 | | 3 0.21 | _ | _ | | | 0.54 | 0.37 | ۲. | 0.00 | 0.00 | - | 24,881 89.10 Tot | (29,335) (102.52 Pres | Current Month Last Year | 3,793 Pre |
| Current Month Variance Last Year | (469) 0 0 | 0 | | 4,955 | | 0 | 0 (| 2.93 | 0 0.00 1 | 54.74 | 0.00 0.00 | 47 0.17 | 0.29 | 58 0.21 | _ | _ | 00.00 0 | | 0.54 | 0.37 | 332 1.19 | 00.0 0 | 0.00 | - | 89.10 | 1) | Current Month Last Year | |
| | 0 | 0 | (3,700) 1,160 | 4,955 | (2,176) 1,646 | 1,600 0 | 0 | (168) 818 2.93 | 0 0 0 0 | 15,286 54.74 | 0.00 0.00 | (200) 47 (17) | (150) 81 0.29 | 0 58 0.21 | 0 0.00 1 | 0 0.00 | 0 0.00 | 00.0 0 | 150 0.54 | 103 0.37 | (50) 332 1.19 | (300) 0 0.00 | 00.0 0 | 00.00 | 24,881 89.10 | (29,335) (1 | Current Month Last Year Last Year | |
| Variance | 0 | | 3,700 (3,700) 1,160 | 666 4,955 1 | 3,100 (2,176) 1,646 | 0 1,600 0 | (1,000) 0 | 720 (168) 818 2.93 | 0 0 0 0 0 | 15,300 (15,300) 15,286 54.74 | 0.00 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 200 (102) 242 (103) 270 (104) 47 (117) | 150 (150) 81 0.29 | 0 0 58 0.21 | 0 0 0 0 0 0.00 1 | 175 0 0.00 0 | 250 (250) 0 0.00 1 | 0 44 0 0.00 | 56 150 0.54 | 161 103 0.37 | (50) 332 1.19 | 300 (300) 0 0.00 | (100) 0 0.00 | 00.00 | (20,680) 24,881 89.10 | 5,418 (29,335) (1 | | 3,793 |

| | | 0.01 | 0.01 | 1.14 | 1.27 | 0.00 | (1.26) | | |
|----------------------------|--------------------|----------------------------|------------------------------|---|--------------------------|---|--------------------------------|----------------------------|----------------------------------|
| Year to Date Last Year | | 15 | 15 | 1,592 | 1,774 | 0 | (1,759) | Year to Date Last Year | 2 |
| | | (763) | (763) | (95) | 2,119 | 136 (100) | (2,918) | | |
| Year to Date Budget | | 831 | 831 | 4,800 2,909 | 7,709 | 3,080 6,920 | (16,878) | Year to Date Budget | 24 |
| | | 0.01 | 0.01 | 0.55 | 1.16 | 0.38 | (2.33) | ŕ | |
| Year to Date This Year | | 89 | 89 | 4,705 5,123 | 9,828 | 3,216 6,820 | (19,796) | Year to Date This Year | 2 |
| | TELEPHONE SCHEDULE | REVENUE 0.00 Long Distance | 0.00 Total Telephone Revenue | COST OF CALLS 1.01 Local 0.17 Long Distance | 1.19 Total Cost of Calls | EXPENSES 0.00 Repairs Equip/Maint Contract 0.00 High Speed Internet | (1.19) Telephone Income (Loss) | טיט איז אינייטיט | STATISTICS Telephone Revenue PAR |
| Current Month Last Year | | 0 | 0 | 1,063 | 1,245 | 0 | (1,245) | Surrent Month Last Year | 0 |
| S | | (172) | (172) | 10 243 | 253 | (223) | (177) | O | |
| Current Month Budget | | 186 | 186 | 1,200 | 1,852 | 770 | (4,166) | Current Month Budget | 21 |
| J | | 0.01 | 0.01 | 1.09 | 1.90 | 0.49 | (3.92) | J | |
| Current Month This Year | | 41 | 14 | 1,210 | 2,105 | 547 1,705 | (4,343) | Current Month This Year | 2 |

| Percent | 0.00 0.00 0.00 0.00 0.00 0.00 0.00 | 0.85 | 0.00 | 0.92 | |
|--|---|---|---|-----------------------------------|--|
| Year to Date Last Year | 0 0 0 0 1 1,178 0 0 | 1,194 | 0 88 | 1,280 | Year to Date Last Year 91 |
| Year to Date Variance | 1,278 521 1,069 (27,974) 2,205 (663) (1,497) 31 (2,493) | (27,523) | 270 2,942 (236) 2,976 | (24,547) | |
| Year to Date Budget | 2,077 2,500 5,500 52,441 8,000 664 2,909 0 2,493 | 76,584 | 0 0 0 0 | 76,584 | Year to Date Budget 2,188 2,188 |
| Percent | 0.39 0.36 0.77 2.88 1.20 0.00 0.00 0.00 | 5.77 | 0.03 0.35 (0.03) | 6.12 | |
| Year to Date This Year | 3,355 3,021 6,569 24,467 10,205 1 1,412 31 | 49,061 | 270 2,942 (236) 2,976 | 52,037 | Year to Date This Year 1,402 1,487 |
| Percent RENTALS-OTHER INCOME SCHEDULE | SPACE & COMMISSIONS 0.00 Arcade Commissions 0.01 Bike Rentals 0.00 Dock Rentals 0.00 RV Rentals 0.00 Marina Rentals 0.00 Laundry/Valet 1.18 Vending Commissions 0.00 In-house Movies/Rentals 0.00 Other Commissions | 1.20 Total Commissions0.00 Total Interest Income | OTHER INCOME 0.00 Copies & Faxes 0.08 Package Incidentals 0.00 Other Income 0.08 Total Other Income | 1.28 Total Rentals - Other Income | STATISTICS Commissions PAR Total Rentals/Other Inc PAR |
| Current Month Last Year F | 0 15 0 0 0 1,240 | 1,256 | 0 88 | 1,342 | Current Month Last Year 144 |
| Current Month Variance | (100) 239 50 (2,832) 656 (149) 760 0 (559) | (1,935) | (82) | (2,138) | |
| Current Month Budget | 465 0 0 4,900 0 149 652 0 0 559 | 6,725 | 000 | 6,725 | Current Month Budget 769 |
| Percent | 0.33 0.22 0.05 1.87 0.00 0.00 0.00 0.00 | 4.32 | 0.00 (0.07) (0.11) | 4.14 | |
| Current Month This Year | 365 239 50 2,068 656 0 1,412 0 | 4,790 | (124) (203) | 4,587 | Current Month This Year 547 |

| Percent | | 4.70 0.40 0.25 | 5.35 | 0.08 | 0.86 | 0.00 | 00.00 | 0.00 | 0.00 | 0.00 | 0.07 | 0.07 | 0.08 | 0.00 | 0.17 | 00.0 | 00.00 | 0.00 | 1.29 | 0.12 | 0.00 | 0.00 | 3.75 | 60.6 | | | |
|-------------------------------|----------------------------------|---|------------------------------------|-------------------------------|---------|---|-------|-------|--------------------------------------|-------|-------|-------|-------|-------|---|------|-------|------|----------|-------------|------------------|--------|------------------------|--------------------------------|--|----------------------------|-------------------------|
| Year to Date Last Year | | 20,380 1,714 1,075 | 23,169 | 357 | 3,713 | 2,030 0 | 0 | 0 0 | 0 | 0 | 314 | 325 | 338 | 0 277 | 1 330 | 0 | 0 | 0 | 5,570 | 505 | 0,10 | 0 | 16,249 | 39,418 | Accomplying to the second measurement and sec | Year to Date Last Year | 3,003 |
| Year to Date Variance | | 6,015 (138) (584) | 5,293 | 886 | (2,159) | (713) 1,464 | 2,926 | 2,211 | 2,238 391 | 4,441 | 6,529 | 796 | 7,092 | 4/ | 7 749 | 123 | 0 | 20 | 4,345 | 25 | 2,188 | 10,045 | 44,796 | 50,089 | The second secon | | |
| Year to Date Budget | | 51,280 4,848 4,288 | 60,416 | 0 | 58,123 | 6.200 | 4,000 | 800 | 0 | 2,180 | 2,400 | 405 | 400 | 2,400 | ,4,000 800 | 0 | 0 | 0 | 4,800 | 700 | 0,00,5 | 0 | 90,208 | 150,624 | , to | Year to Date Budget | 4,304 |
| Percent | | 2.02 0.17 0.13 | 2.31 | 0.03 | 1.97 | (0.03) 0.27 | 0.24 | 0.11 | 0.00 | 0.23 | 0.31 | 0.05 | 0.26 | 0.09 | 0.10 | 0.00 | 00.00 | 0.00 | 0.32 | 0.03 | 0.10 | 0.35 | 4.75 | 7.07 | | | |
| Year to Date This Year | ILE | 57,295 4,710 3,704 | 62,709 | 886 | 55,964 | (/13) 7.664 | 6,926 | 3,011 | 391 | 6,621 | 8,929 | 1,372 | 7,492 | 2,447 | 2,849 | 123 | 0 | 20 | 9,145 | 725 | 0,100 | 10,045 | 135,004 | 200,713 | and the state of t | Year to Date This Year | 5,735 |
| uctom womas pramig cooociets, | ADMINSTRATIVE - GENERAL SCHEDULE | PAYROLL & RELATED EXPENSES 7 Salaries & Wages - A & G 2 Payroll Taxes 0 Employee Benefits | 8 Total Payroll - Related Expenses | OTHER EXPENSES 5 Bank Charges | • | 8 Cash Short & Over 0 Computer/PMS Maint | _ | | U Donations O Dues and Subscrintions | _ | _ | , | | | 4 Fostage and Telegrams 7 Printing and Stationery | , | | | 0,1 | 2 Telephone | | • | 8 Total Other Expenses | 6 Total Admin-General Expenses | | | STATISTICS A & G PAR |
| Perce | A | 4.97 0.42 0.30 | 5.68 | 90.05 | | 0.00 | 00.00 | 0.00 | 000 | | | | | 0.00 | | | | | | 0.12 | | 0.00 | 2.98 | 99.8 | 11 | | - |
| Current Month Last Year | | 15,451 1,292 932 | 17,675 | 166 | 3,713 | c/8 0 | | | 0 | 0 | 275 | | 338 | 0 0 | /45 878 | 0 | 0 | 0 | 1,137 | 374 | (60) | | 9,280 | 26,955 | | Current Month Last Year | 3,081 |
| Current Month Variance | | 5,100 261 15 | 5,376 | 301 | 944 | (1//) | (175) | 2 6 | 100 25 | 4.111 | 3,131 | 0 | 2,150 | (27) | (808) | 0 | 0 | 0 | 8 | (77) | 71 <i>k</i> 0 | 45 | 14,057 | 19,433 | | | |
| Current Month Budget | | 12,820 1,212 1,022 | 15,054 | 0 | 9,604 | 1.550 | 1,000 | 200 | | 445 | 009 | 0 | 100 | 009 | 1,000 | 007 | 0 | 0 | 1,200 | 175 | 06/ | 0 | 17,424 | 32,478 | | Current Month Budget | 3,712 |
| Percent | | 5.08 0.42 0.29 | 5.80 | 60.0 | 2.99 | (0.05) | 0.23 | 90.0 | 0.03 | 1.29 | 1.06 | 0.00 | 0.64 | 0.16 | 0.22 | 0.00 | 00.0 | 0.00 | 0.34 | 0.03 | 0.47 | 0.01 | 8.93 | 14.73 | | | |
| Current Month This Year | | 17,920 1,473 1,037 | 20,430 | 301 | 10,548 | 3 976 | 825 | 202 | 100 | 4.556 | 3,731 | 0 | 2,250 | 573 | 76/ | 0 | 0 | 0 | 1,192 | 86 | 7,007 | 45 | 31,481 | 51,911 | Art of Ar | Current Month This Year | 5,933 |

| | Percent | | 3.19 0.26 0.39 | 3.85 | 0.00 0.00 0.00 0.00 0.00 | 0.00 | 0.00 0.00 0.03 | 2.58 0.00 0.73 | 0.00 | 0.03 | 0.00 0.13 0.29 2.21 | 6.15 | 10.00 | Percent | |
|---|----------------------------|--|--|----------------------------------|---|-------------|--|---|--|--|--|---------------------------|-------------------------|----------------------------|---|
| | Year to Date Last Year | | 13,844 1,147 1,678 | 16,669 | 0 0 0 0 0 | 0 | 0 0 125 453 | 11,168 0 3,183 | 164 | 125 21 | 0 585 1,244 9,591 | 26,659 | 43,328 | Year to Date Last Year | 3,301 |
| | Year to Date Variance | | 3,638 (2,176) (1,625) | (163) | 9,405 870 18,713 15,014 | 44,512 | 579 (8,719) (49) 389 | (11,719) (5,510) 11,017 | 4,839 | (2,094) 1,444 (4,095) | 12,544 651 9,725 6,770 | 15,892 | 60,241 | Year to Date Variance | |
| | Year to Date Budget | | 68,540 6,476 4,828 | 79,844 | 0 14,040 6,256 9,510 17,225 3,586 | 50,617 | 8,500 10,500 1,725 1,200 | 12,000 16,000 2,000 | 3,000 | 0,300 1,000 4,600 | 800 600 3,000 12,200 | 83,625 | 214,086 | Year to Date Budget | 6,117 |
| | Percent | | 2.54 0.15 0.11 | 2.81 | 0.00 0.83 0.25 0.99 1.14 | 3.35 | 0.32 0.06 0.06 0.06 | 0.01 0.37 0.46 | 0.28 | 0.09 | 0.47 0.04 0.45 0.67 | 3.50 | 99.6 | Percent | |
| 6007 | Year to Date This Year | пν | 72,178 4,300 3,203 | 79,681 | 23,445 7,126 28,223 32,239 4,096 | 95,129 | 9,079 1,781 1,676 1,589 | 281 10,490 13,017 | 7,839 | 2,444 | 13,344 1,251 12,725 18,970 | 99,517 | 274,327 | Year to Date This Year | 7,838 |
| For the Four Months Ending October 31, 2009 | | SALES & MARKETING SCHEDULE PAYROLL & RELATED EXPENSES | Salaries & Wages Payroll Taxes Employee Benefits | Total Payroll - Related Expenses | OTHER EXPENSES MEDIA Airport/Travel Center Displays Billboards Interactive Marketing Newspaper/Magazines Radio/TV Trade Pub/Directories | Total Media | OTHER SALES EXPENSES: Brochures/Stuffers Direct Mail Programs Dues and Subscriptions In-house/Property Signage | Postage and Telegrams Production/Design Promotion | Promotions - Food & Bev Promotions - Buccaneer Bay | Promotions - Gold Meals/Entertainment Stationery & Forms | Supplies - Operating Telephone Travel Other Sales Expense | Total Other Sales Expense | Total Marketing Expense | | STATISTICS Total Marketing Expense PAR |
| For | Percent | | 3.35 0.28 0.51 | 4.13 | 0.00 0.00 0.00 0.00 0.00 | 0.00 | 0.00 0.00 0.04 | 3.59 0.00 0.48 | 0.05 | 0.00 | 0.00 0.17 0.20 2.28 | 7.00 | 11.13 | Percent | |
| | Current Month Last Year | | 10,416 866 1,579 | 12,861 | 00000 | 0 | 0 0 125 415 | 11,168 0 | 164 0 | 125 | 0 535 629 7,091 | 21,768 | 34,629 | Current Month Last Year | 3,958 |
| | Current Month Variance | | 2,321 (361) (185) | 1,775 | 0 (1,710) 766 6,577 5,177 1,200 | 12,010 | (1,250) (2,000) 593 | (4,500) (1,737) 2,218 | 1,665 120 | (77) (190) (689) | 502 110 (147) 3,088 | (2,405) | 11,380 | Current Month Variance | |
| | Current Month Budget | | 17,135 1,619 1,192 | 19,946 | 0 3,510 1,564 1,000 3,000 | 9,417 | 1,250 2,000 100 300 | 4,500 4,000 500 | 500 | 500 250 800 | 200 150 750 50 | 15,850 | 45,213 | Current Month Budget | 5,167 |
| | Percent | | 5.52 0.36 0.29 | 6.16 | 0.00 0.51 0.66 2.15 2.32 0.44 | 80.9 | 0.00 | 0.00 | 0.03 | 0.12 0.02 0.03 | 0.20 0.07 0.17 0.89 | 3.81 | 16.06 | Percent | |
| | Current Month This Year | | 19,456 1,258 1,007 | 21,721 | 0 1,800 2,330 7,577 8,177 1,543 | 21,427 | 0 0 693 184 | 2,263 2,718 | 2,165 | 428 60 111 | 702 260 603 3,138 | 13,445 | 56,593 | Current Month This Year | 6,468 |

| | | · · | · · | | FOI | For the Four Months Ending October 51, 2009 | 2009 Voor to Deto | | Voor to Dote | Vear to Data | Vear to Date | |
|----------------------------|---------|-------------------------|---------------------------|----------------------------|---------|---|---------------------------|--------------|------------------------|---------------------|---------------------------|--------------|
| Current Month This Year | Percent | Current Month Budget | Current Month Variance | Current Month Last Year | Percent | | This Year | Percent | Budget | Variance | Last Year | Percent |
| | | | | | 14 | PROPERTY OPER/MAINT SCHEDULE | LE | | | | | |
| 13,346 | 3.79 | 15,359 | (2,013) | 12,311 | 3.96 | PAYROLL & RELATED EXPENSES Salaries & Wages - POM Payroll Taxes | S 53,423 4,456 | 1.88 | 68,858 | (15,435) (2,052) | 16,153 | 3.73 0.33 |
| 1,446 | 0.41 | 1,045 | 401 | 105 | 0.03 | Employee Benefits | 5,349 | 0.19 | 4,846 | 503 | 216 | 0.05 |
| 15,886 | 4.51 | 17,856 | (1,970) | 13,506 | 4.34 | Total Payroll - Related Expenses | 63,228 | 2.23 | 80,212 | (16,984) | 17,811 | 4.11 |
| | 5 | ć | (4) | | Ġ | OTHER EXPENSES | 1.574 | 900 | 1 200 | 277 | 7 | 2 |
| 254 | 0.07 | 900c 0 | 2.335 | 248 | 0.00 | Building Maintenance Elec/Mechanical Equip | 9.888 | 0.00 | 768 | 9,120 | 248 | 0.06 |
| 97 | 0.03 | 300 | (203) | 427 | 0.14 | Floor Covering | 2,494 | 0.00 | 1,200 | 1,294 | 450 | 0.10 |
| 169 | 0.05 | 250 | (81) | 778 | 0.25 | Furn/Fixtures/Equipment | 537 | 0.05 | 5,750 | (5,213) | 778 | 0.18 |
| 64 | 0.02 | 1,286 | (1,222) | 0 | 0.00 | Grounds & Landscaping-Resort | 64 | 0.00 | 3,489 | (3,425) | 0 | 0.00 |
| | 0.00 | 201 | (201) | 0 | 0.00 | Grounds & Landscaping-Cabins Painting & Decorating | 328 | 0.00 | 2,104 | (2,104) | 0 | 0.00 |
| 762 | 0.00 | 400 | 362 | | 0.10 | Pest Control | 2,691 | 0.09 | 1,600 | 1,091 | 808 | 0.19 |
| 1,550 | 0.44 | 350 | 1,200 | | 0.03 | Plumbing Repairs/Supplies | 4,845 | 0.17 | 900 | 3,945 | 81 | 0.02 |
| 2,360 | 0.67 | 1,300 | 1,060 | 2,271 | 0.73 | Removal of Waste | 680'6 | 0.32 | 5,200 | 3,889 | 2,456 | 0.57 |
| 0 | 0.00 | 100 | (100) | | 0.00 | Supplies - Building | 0 | 0.00 | 200 | (200) | 0 | 0.00 |
| 197 | 0.06 | 250 | (53) | 421 | 0.14 | Supplies - Building | 615 | 0.02 | 1,000 | (385) | 582 | 0.13 |
| 648 | 0.18 | 300 | 348 | 24 | 0.01 | Supplies - Oper/Engineering | 2,749 | 0.10 0.03 | 1,200 | 1,549 | 1/4 | 0.04 |
| 96 | 0.02 | 0.5 | 96 | 0.5 | 0.00 | Swim Pool/Hot 1 ub/Sauna | 1 150 | 0.03 | 000 | 950 | 001 | 0.00 |
| 30 | 0.01 | 30 | 9 | 20 | 0.02 | Travel - Local Mileage | 260 | 0.0 | 200 | 09 | 272 | 0.06 |
| † ^C | 0.00 | 80 | 00 | 0 | 0.00 | Television Repairs | 0 | 0.00 | 0 | 0 | 0 | 00.0 |
| 112 | 0.03 | 25 | 87 | 303 | 0.10 | Uniforms | 259 | 0.01 | 475 | (216) | 527 | 0.12 |
| 0 | 0.00 | 0 | 0 | 0 | 0.00 | Loss & Damage | 0 | 0.00 | 0 " | 0 " | 0 | 0.00 |
| 0 | 0.00 | 0 | 0 | 0 | 0.00 | Other Maintenance Expense | 0 | 0.00 | 0 | 0 | 0 | 0.00 |
| 8,698 | 2.47 | 5,212 | 3,486 | 5,103 | 1.64 | Total Other Expenses | 37,283 | 1.31 | 25,686 | 11,597 | 6,762 | 1.56 |
| 24,584 | 6.97 | 23,068 | 1,516 | 18,609 | 5.98 | Total Prop Oper/Maintenance | 100,511 | 3.54 | 105,898 | (5,387) | 24,573 | 5.67 |
| | | | | | | | | | | | | |
| Current Month This Year | | Current Month Budget | | Current Month Last Year | | | Year to Date This Year | | Year to Date Budget | | Year to Date Last Year | |
| 2,810 | | 2.636 | | 2,127 | | STATISTICS Total POM PAR | 2,872 | | 3,026 | | 1,872 | |
| | | | | | | | | | | | | |

| Percent | 9 | 0.00 3.17 0.26 | 3.42 | | | Percent | | 3.53 | 3.53 | | |
|----------------------------|---|--|-------------------------|---------------|-------------------------------------|----------------------------|-------------------------|--------------------------|------------------------------|----------------------------|------------------------------------|
| Year to Date Last Year | • | 13,732 1,107 | 14,839 | Year to Date | Last Year 1,131 | Year to Date Last Year | | 15,300 | 15,300 | Year to Date Last Year | 0.04 |
| Year to Date Variance | 1 | 35,838 (11,119) 1,981 | 26,700 | | | Year to Date Variance | | O | 0 | | |
| Year to Date Budget | 1 | 58,700 45,500 8,000 | 112,200 | Year to Date | Budget 3,206 | Year to Date Budget | | 74,000 | 74,000 | Year to Date Budget | 0.02 |
| Percent | ; | 3.33 1.21 0.35 | 4.89 | | | Percent | | 2.61 | 2.61 | | |
| Year to Date This Year | | 94,538 34,381 9,981 | 138,900 | Year to Date | This Year 3,969 | Year to Date This Year | тj | 74,000 | 74,000 | Year to Date This Year | 0.03 |
| Percent | | 0.00 Electricity 4.41 Fuels 0.36 Water & Sewer | 4.77 Total Energy Costs | | STATISTICS Total Energy Cost PAR | Percent | MANAGEMENT FEE SCHEDULE | 4.92 Base Management Fee | 4.92 Total Mgmt & Other Fees | | S1A11511C5 Base Fees/Total Revenue |
| Current Month Last Year | • | 0 13,732 1,107 | 14,839 | Current Month | Last Year 1,696 | Current Month Last Year | | 15,300 | 15,300 | Current Month Last Year | 0.05 |
| Current Month Variance | | 9,192 3,837 (746) | 12,283 | | | Current Month Variance | | 0 | 0 | | |
| Current Month Budget | ; | 11,600 10,140 2,000 | 23,740 | Current Month | Budget 2,713 | Current Month Budget | | 18,500 | 18,500 | Current Month Budget | 0.03 |
| Percent | 1 | 5.90 3.97 0.36 | 10.22 | | | Percent | | 5.25 | 5.25 | | |
| Current Month This Year | | 20,792 13,977 1,254 | 36,023 | Current Month | This Year 4,117 | Current Month This Year | | 18,500 | 18,500 | Current Month This Year | 0.05 |

| Percent | | | 0.00 | | 0.00 | 2.91 | 2.91 | 0.00 | 0.00 | | 0.00 | 2.91 | | |
|----------------------------|--|---|-----------------|--|------------------------|---|----------------------|---|-----------------------------|--|---------------------------------------|--|----------------------------|---|
| Year to Date Last Year | | 111 000 1110 | 0 | | 0 | 12,620 | 12,620 | 0 | 0 | : | 0 | . 12,620 | Year to Date Last Year | 0 962 0 |
| Year to Date Variance | | | 0 | The second secon | 0 | 2,274 | 2,274 | 2,676 | 2,676 | | 0 | 4,950 | | |
| Year to Date Budget | | | 0 | | 0 | 60,700 | 60,700 | 502,496 | 502,496 | | 0 | 563,196 | Year to Date Budget | 0 1,734 14,357 |
| Percent | | | 0.00 | | 0.00 | 2.22 | 2.22 | 17.79 | 17.79 | | 00.00 | 20.01 | | |
| Year to Date This Year | EXPENSES | And the second of the second o | 0 | I | 0 | 62,974 | 62,974 | 505,172 | 505,172 | | 0 | 568,146 | Year to Date This Year | 0 1,799 14,433 |
| Percent | FIXED CHARGES SCHEDULE RENT, PROPERTY TAX, INSURANCE & CAPITAL EXPENSES | RENT | 0.00 Total Rent | 0.00 Total Rent TAXES OTHER THAN INCOME, PAYROLL | 0.00 Total Other Taxes | INSURANCE ON BLDG/CONTENTS 4.06 Insurance Expense | 4.06 Total Insurance | INTEREST EXPENSE 0.00 Interest Expense - Mortgage | 0.00 Total Interest Expense | DEPRECIATION | 0.00 Total Depreciation & Amortizatio | 4.06 Total Rent, Tax, Ins, Capital Exp | | STATISTICS Real Estate Taxes PAR Insurance PAR Interest Expense PAR |
| Current Month Last Year | RENJ | | 0 | ASSE AS COLORADA PRE | 0 | 12,620 | 12,620 | 0 | 0 | | 0 | 12,620 | Current Month Last Year | 0 1,442 0 |
| Current Month Variance | | An additional parties and server | 0 | | 0 | 601 | 109 | 699 | 699 | | 0 | 1,270 | | |
| Current Month Budget | | | 0 | | 0 | 16,000 | 16,000 | 125,624 | 125,624 | The body and the second | 0 | 141,624 | Current Month Budget | 0 1,829 14,357 |
| Percent | | | 0.00 | | 0.00 | 4.71 | 4.71 | 35.83 | 35.83 | | 0.00 | 40.54 | | |
| Current Month This Year | | | 0 | of a con a constant the commencements | 0 | 16,601 | 16,601 | 126,293 | 126,293 | THE STATE OF THE S | 0 | 142,894 | Current Month This Year | 0 1,897 14,433 |

Honey Creek Resort State Park Variance Report October 2009

Operating Statistics:

The lodging revenue was short of expectations and on a comparative percentage basis, lower this month when compared to our competitive set. According to the Smith Travel research report, we achieved less than our share of the market index in all three areas, ADR, Occupancy and Revenue per Available Room (RevPar). Our competitive set decreased in all of these areas as well, although their decreases overall were less than Honey Creek's. We are still building our group business and group revenue is critical during the fall and winter months. Our pace for October 2010 is twice as strong as it was for 2009 at this time, with our best booking months still ahead.

The report includes only statistical data for cabins and lodge (RV's are not included): Honey Creek had an ADR of \$119.63 for an index share of 93.6%. We had occupancy of 33.3% for a market share of 70.8%. Our RevPar for October was \$39.89.

Even with a slower October, it is encouraging that we are still ahead of our competitors in all three critical areas of the STR report for the last three months, combined.

Hotels in the state of Iowa ran 56.8% occupancy (down over 10% to 2008 numbers) and an ADR of \$72.17.

Rooms Department:

On the revenue side in the rooms division, the resort achieved total sales (RV, Lodge, Cabins combined) of \$165,993 compared to a budget by \$266,710 for a variance shortage of \$100,717. The Lodge was under budget by \$70,928; Cabin's by \$26,957; and RV's by \$2,832.

The front office was under in budgeted payroll by \$700. The front desk received over 2,655 in-bound calls totaling more than 102 hours in duration, for the month, averaging 86 calls and over 3.3 hours per day. Call volume decreased by 36% from the previous month emphasizing the dramatic drop in transient inquiries and reservations as the high season ended.

Payroll during the slower months is being affected by much shorter stays with most guests reserving only one or two nights. Lodge housekeeping payroll was \$4,560 under budget. Housekeeping payroll was over in the cabins by \$1,282.

On the expense side, the rooms division was \$756 under budget despite higher laundry expense (\$576), as a result of an initial order of new product. Cabin expenses were \$1,455 under budget due largely to the budgeted telephone expense for an additional t-1 line that was not required.

Gift shop revenues fell in response to our lower occupancy and posted a shortfall of \$1,434 compared to budget. Overall the gift shop was below budgeted profit by \$2,283.

Food and Beverage:

The resort F & B was under budget by \$59,718 in total revenue. Banquet revenue was under budget by \$9,404 and the Lakeshore Grille was down \$50,314 from the budget.

Food costs, not including meeting room and other revenue were 34.68% of sales; this is compared to a budget of 35%. Chef Patrick Koffman continues to control food costs by using multiple vendors in order to ensure that we are receiving the lowest pricing available.

Our beverage cost of sales ran at 32.68% compared to a budget of 30.2%.

Payroll and related expenses were under budget by \$16,036.

Although labor expenses, cost of goods sold, and other expenses were all under budget they did not completely offset the revenue shortfall and net income for the department was down \$13,133 to budget.

Water Park:

The waterpark had fewer day-pass sales in October, and missed budget for the month by \$4,151. Food and Beverage revenue in the water park was off by \$14,562 and the net income for the waterpark was off by \$12,140.

Total payroll was under budget by \$871. Staff reductions and reduced water park hours started the first on November. This should reduce our waterpark costs significantly over the next few months.

Administrative and General:

Administrative and general payroll was \$6,206 higher in October due to the salary of our new general manager and a month of severance paid to our out-going GM. Other expenses were \$14,452 higher than planned due in part to required computer upgrades, staff service training and relocation expenses.

Credit card commissions were also \$944 higher than budget, which reflects the September transaction fees invoiced in October.

Property Operations/Maintenance:

The maintenance department payroll again ran below budget, with a savings for the month of \$588.

Maintenance was over budget by \$3,486, due to scheduled annual expense for testing and inspection of the fire alarm and monitoring system, seasonal pest control expense, testing of the backflow system, and replacement of air filters.

Energy Costs were \$12,283 over budget. The rate for electricity was increased in June by Chariton Valley Electric to correct the rates they apparently incorrectly established upon

opening. We are aggressively reducing energy consumption in each department and will continue to monitor our progress and make adjustments where they are needed.

Golf:

The revenues at the Preserve were under budget for October by \$32,464, however, the golf management team saved on payroll and other expenses by a total of \$36,500 compared to budget. The greatest deviation was on the golf cart lease line (\$15,300) as this expense for the season has already been booked. The net income for the Preserve was \$4,036 better than budget.

The weather in October, as with all months, also played a factor in the number of rounds played. For the entire month of October, we had 8 days in which we received substantial rain, including 2 weekend days (Friday). We also had several cool weekend days early in the month. The golf shop had 129 cancellations due to poor weather conditions.

Sales and Marketing:

Advertising was placed in the Des Moines Register in various sections of the paper this month to promote different events taking place at the resort. Ads were found in the main section, Entertainment, Datebook, Experience Iowa, IA Life/Travel and Momslikeme.com.

The golf Stay and Play package contributed \$2,051.00 in room revenue, with 19 rooms sold. This package was extended through October and marketed through email blast, web site specials, Des Moines Register's Juice, Life and Sunday Oct. 11 Travel. Honey Creek's Anniversary special was also extended through October, with a \$99.00 traditional room rate with 4 bikes included in the package. The package was promoted through the Web Site, Twitter, and Facebook. The Anniversary package contributed 38 rooms sold and \$4,022.00 in room revenue.

Local ads were placed for the Honey Creek Oktoberfest that resulted in 371 covers in the restaurant, with over \$7,000 in F&B sales. We also had 50 attendees for the wine and beer tasting in the Great Room. The restaurant featured wine from Tassel Ridge and Doll Distributing. The event was marketed through our web site, local newspapers, twitter, and Facebook. An Arts and Crafts show was hosted on October 11th, which 80 guests attended and we received \$580.00 from vendors that exhibited for the afternoon event. The Fall Cycling Festival held at Honey Creek, had 50 attendees for the weekend festivities. The festival was promoted on Facebook, our Honey Creek Resort website and ads were placed with Bike World who coordinated the cycling event and helped to draw more traffic.

Radio advertising was placed on KMGO-FM and KIIC-FM in Centerville/Albia to promote Oktoberfest and the Fall Cycling Festival. Commercials ran on WHO Radio and KNIA/KRLS in Pella and Knoxville to promote the special events taking place at the golf course in the month of October.

Television commercials continued to run on FOX15 during the Major League Baseball Playoffs, American League Championship Series games, MLB World Series, five NFL games, Monday night episodes of the television show House, and Thursday evenings

during the television show Bones. The commercials reached the Eastern and Southern parts of the state.

Email blasts were sent out twice in October, promoting the golf course, 2-night room package special rates, hunting cabin packages, and fall harvest festival room rates and other events taking place at the resort. Thanksgiving buffet information was also included along with a link to upcoming resort activities, and a reminder to buy gift cards and make New Years reservations early.

Our various room packages accounted for 83 room nights and \$9,416.82 in revenue.

90-Day Outlook:

November: Currently has occupancy of about 20% on the books in the lodge, and an ADR of \$95.47. The cabins have approximate occupancy of 23.2% on the books and an ADR of \$183.53.

December: Currently we have forecasted occupancy of 26% in the lodge, and 33.3% in the cabins. We expect strong transient business over the Christmas holiday, and strong group business driven by weddings and holiday parties on the weekends. Our "on the books" ADR is \$112.43 in the lodge, and \$260.76 in the cabins.

January: Currently we have forecasted occupancy of 33.6% in the lodge and 23% in the cabins. Demand will be driven in part by one holiday weekend and special events such as winter solstice, a fly fishing weekend, and Honey Creek's wedding show. We currently have an ADR of \$83.30 in the lodge and \$255.43in the cabins.